



Industrial Development Authority

PRINCE EDWARD COUNTY INDUSTRIAL DEVELOPMENT AUTHORITY MEETING AGENDA

**Board of Supervisors Room – 3rd Floor, Prince Edward County Courthouse
8:00 am, September 25, 2026**

The Prince Edward County Industrial Development Authority strongly encourages citizen participation in public meetings through in-person participation, written comments, and/or remote participation by calling: **1-844-890-7777, Access Code: 390313** (if busy, please call again). The IDA intends to comply with the Americans with Disabilities Act. Should you need special accommodations or have questions, please contact the Prince Edward County Administrator's Office at 434-392-8837.

AGENDA

- I. Call to Order & Roll Call | Mr. Mike Montgomery, IDA Vice Chairman
- II. Public Participation | Mr. Mike Montgomery, IDA Vice Chairman
 1. This is an opportunity for citizens to provide comments or ask questions of the board regarding relevant IDA matters in the county.
 2. There is a 20-minute total limit.
- III. Approval of August 28, 2026 Minutes | Mr. Mike Montgomery, IDA Vice Chairman
- IV. Approval of Treasurer's Report | Mr. Mike Montgomery, IDA Vice Chairman
- V. New Business | Mr. Mike Montgomery, IDA Vice Chairman
 - a. HIT Park Consulting and Marketing Update | Mr. Rhett Weiss, DEALTEK, Ltd., CEO
 - b. HIT Park Investment Update | Ms. Chelsey White, Director of Economic Development and Tourism
 - c. IDA Audit | Mr. Doug Stanley, County Administrator
 - d. Economic Development and Tourism Monthly Report | Ms. Chelsey White, IDA Clerk
- VI. Closed Session for the discussion of the sale of a parcel of land in Prince Edward Business Park and also a parcel in the Heartland Innovative Technology Park, pursuant to Section 2.2-3711(A)(3) of the Code of Virginia to convene in closed session for discussion or consideration of the acquisition of real property for a public purpose, or of the disposition of publicly held real property, where discussion in an open meeting would adversely affect the bargaining position or negotiating strategy of the public body and pursuant to section 2.2-3711(A) (29) of the Code of Virginia for the discussion of the award of a legal services contract involving the expenditure of public funds, including interviews of bidders or offerors, and discussion of the terms or scope of such contract, where discussion in an open session would adversely affect the bargaining position or negotiating strategy of the public body | Mr. Mike Montgomery, IDA Vice Chairman

VII. Adjournment | Mr. Mike Montgomery, IDA Vice Chairman



**County of Prince Edward
Industrial Development
Authority
Agenda Summary**

Meeting Date:	
Item #:	
Department:	Industrial Development Authority
Staff Contact:	Chelsey White
Agenda Item:	FOIA and COIA Training Requirement Reminder

SUMMARY:

Freedom of Information Act (FOIA) Training is required for all IDA members and has to be updated every two years. If you have not completed your training, please do so as soon as possible. After the training is completed, please email me to let me know that you have completed it and provide me with the date that the training was completed. Training opportunities are available in-person and online:

- The link below provides information on all upcoming trainings:
 - <https://foiacouncil.dls.virginia.gov/training.htm>
- Fall 2026 Local Officials Training:
 - Tuesday, October 20, 2026, 1:00 p.m.
 - Thursday, November 12, 2026, 10:00 a.m.
 - [Register Now!](#)
- Additionally, a link to the Conflict-of-Interest Act (COIA) Training is provided below. COIA training is also required every two years:
 - <https://ethicswebinar.dls.virginia.gov/>

ATTACHMENT(S):

None

RECOMMENDATION:

Information purposes

SUGGESTED MOTION:

No motion needed

Motion _____ Atkinson _____ Handy _____ Jones _____ Montgomery _____ Tharpe _____
Second _____ Watson _____ Yeatts _____



**County of Prince Edward
Industrial Development
Authority
Agenda Summary**

Meeting Date:	September 25, 2026
Item #:	II.
Department:	Industrial Development Authority
Staff Contact:	Chelsey White
Agenda Item:	Public Participation

SUMMARY:

Public Participation is a time set aside for citizens to share their thoughts, ideas, and concerns. An official record is made of each person's contribution tonight and will be directed to staff for follow-up if necessary. Today's agenda cannot be changed, because the public needs advance knowledge of and the opportunity to review related materials regarding items addressed by the Board. To further assist public information, the IDA Board requests that its Attorney or county staff immediately correct any factual error that might occur.

1. 'This is an opportunity for citizens to provide comments or ask questions of the Board regarding relevant IDA matters in the county. There is a 20-minute total limit.
2. 'There is a three-minute limit for remarks per person.

PUBLIC INPUT TRACKING LOG

ITEM NUMBER	CITIZEN NAME	COMMENT
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		

Motion _____ Atkinson _____ Handy _____ Jones _____ Montgomery _____ Tharpe _____
 Second _____ Watson _____ Yeatts _____



**County of Prince Edward
Industrial Development
Authority
Agenda Summary**

ATTACHMENT(S):

None

RECOMMENDATION:

None

SUGGESTED MOTION:

None

Motion _____ Atkinson _____ Handy _____ Jones _____ Montgomery _____ Tharpe _____
Second _____ Watson _____ Yeatts _____



**County of Prince Edward
Industrial Development
Authority
Agenda Summary**

Meeting Date:	September 25, 2026
Item #:	III.
Department:	Industrial Development Authority
Staff Contact:	Chelsey White
Agenda Item:	Approval of Minutes

SUMMARY:

The minutes are attached for review. A motion is needed.

ATTACHMENT(S):

Minutes

RECOMMENDATION:

Approval

SUGGESTED MOTION:

I move that the Industrial Development Authority of Prince Edward County approve the minutes.

OR

I move that the Industrial Development Authority table this item for further discussion.

Motion _____ Atkinson _____ Handy _____ Jones _____ Montgomery _____ Tharpe _____
Second _____ Watson _____ Yeatts _____

**PRINCE EDWARD COUNTY
INDUSTRIAL DEVELOPMENT AUTHORITY
MEETING MINUTES**

**Board of Supervisors Room – 3rd Floor Prince Edward County
8:00 am, August 28, 2026**

The Prince Edward County Industrial Development Authority strongly encourages citizen participation in public meetings through in-person participation or written comments. The IDA intends to comply with the Americans with Disabilities Act. Should you need special accommodations or have questions, please contact the Prince Edward County Administrator's Office at 434-392-8837.

MEMBERS PRESENT IN PERSON: Edgar Jones
Mike Montgomery, Vice-Chairman
Brad Watson, Chairman
Quincy Handy
Robert Atkinson

MEMBERS PRESENT BY PHONE: None

ABSENT: Joyce Yeatts

ALSO PRESENT: Chelsey White, Director of Economic Development & Tourism/Clerk to the Industrial Development Authority; Molly Kinahan, Tourism Coordinator; Cheryl Stimpson, Director of Finance; Sarah Elam Puckett, Assistant County Administrator; Doug Stanley, County Administrator; Terri Atkins Wilson, Attorney; Rhett Weiss, Chairman & CEO of DEALTEK, Ltd.; Joe Hines, Timmons Group; Brenden Hefty; Attorney (via phone)

Introductions

At 8:04 a.m., there being a quorum present, Mr. Watson welcomed everyone and called the August 2026 IDA meeting to order.

Nomination of Officers

Ms. White reminded the board that it was time to conduct its annual election of officers. Mr. Montgomery nominated Mr. Watson for chair, with a second from Mr. Handy. Mr. Montgomery was nominated as vice chair by Mr. Jones. Mr. Tharpe seconded the motion. Finally, Mr. Handy nominated Ms. White as the clerk, and the motion was seconded by Mr. Montgomery. The vote for all nominations was as follows:

Aye:	Nay: (none)	Abstain: (none)
Edgar Jones		
Mike Montgomery		
Brad Watson		
Quincy Handy		
Robert Atkinson		

Adoption of Revised Bylaws

The IDA reviewed the revised bylaws. Ms. White explained that the revisions clarified the timing of the annual meeting. Mr. Montgomery also identified minor corrections, including the principal office address. Mike Montgomery moved to adopt the revised bylaws as amended. The motion was seconded by Mr. Tharpe. The vote was as follows:

Aye:	Nay: (none)	Abstain: (none)
Edgar Jones		
Mike Montgomery		
Brad Watson		
Quincy Handy		
Robert Atkinson		

Adoption of Electronic Meeting Policy

Ms. White explained that the Authority needed to adopt an electronic meeting policy to permit remote participation in accordance with Virginia Code Section 2.2 3708.3. The policy was modeled after the Prince Edward County Board of Supervisors policy. Members noted that a

physical quorum must still be present. A motion was made by Mr. Tharpe and seconded by Mr. Handy to adopt the electronic meeting policy. The motion was approved as follows:

Aye:

Nay: (none)

Abstain: (none)

Edgar Jones

Mike Montgomery

Brad Watson

Quincy Handy

Robert Atkinson

Public Comment(s)

Public Participation is a time set aside for citizens to share their thoughts, ideas, and concerns. An official record is made of each person's contribution tonight and will be directed to staff for follow-up if necessary. Today's agenda cannot be changed, because the public needs advance knowledge of and the opportunity to review related materials regarding items addressed by the Board. To further assist public information, the IDA Board requests that its Attorney or county staff immediately correct any factual error that might occur.

Michelle Schumacher - Rice Resident - expressed concern about private text messages obtained through a FOIA request in which citizens opposing the HIT Park project were described in a dismissive and insulting manner. She said the messages reflected poorly on the Authority and called for Chairman Brad Watson to resign. During the later discussion, she also raised concerns about transparency, the 2020 zoning process, closed meetings, and the limited availability of meeting information to residents.

Greg Phipps - Persimmon Tree Fork Rd.- discussed his professional experience with telecommunications facilities, data centers, golf course management, and environmental issues. He opposed the project because of concerns about diesel fuel storage, possible contamination of nearby wells, proposed water and sewer lines near his property, and the use of private property or easements for utility infrastructure.

Mike Lamkins – 5th District - questioned the information presented during the previous evening's AVAIO community meeting, particularly statements regarding anticipated water use. He requested enforceable protections addressing environmental violations, project abandonment, bankruptcy, decommissioning, and the restoration of the property. He also said many residents were only recently learning about the project and asked for broader public communication.

Joshua Bird - questioned the information presented during the previous evening's AVAIO community meeting, particularly statements regarding anticipated water use. He requested enforceable protections addressing environmental violations, project abandonment, bankruptcy, decommissioning, and the restoration of the property. He also said many residents were only recently learning about the project and asked for broader public communication. He urged Authority members to respect citizens regardless of their education, profession, or economic status. He also questioned claims connecting data centers with increased property values and asked the Authority to rely on documented evidence.

Ed Scott- Farmville - emphasized that Authority members and residents shared a responsibility to protect their families and community. He asked the Authority to carefully evaluate the project's safety, financial, and environmental consequences. He described professional experience with construction, site development, data centers, and environmental regulations. He stated that data center projects are heavily regulated and described positive feedback he had received from residents near Microsoft facilities. He acknowledged the concerns raised by opponents but said regulatory oversight made a serious incident less likely.

In Re: Industrial Development Authority Comments

Mr. Jones thanked the citizens for attending and sharing their concerns. He said the data center proposal had become more polarizing than any issue he had encountered during his years on the Authority. He acknowledged the frustration on both sides and said the public's questions had encouraged board members to examine the proposal more closely. He emphasized that the board wanted what was best for Prince Edward County and recognized that projected revenue and other benefits were not guaranteed.

Mr. Watson apologized for comments he made at the previous meeting and for private text messages that had offended residents. He explained that he had been nervous and frustrated by the intensity of the discussion, but acknowledged that his comments were inappropriate. He said he had spoken with residents by telephone, through messages, and in person and was willing to continue listening. He emphasized that the project had not been approved and that research and discussion were continuing.

Mr. Tharpe discussed his experience with construction, site development, environmental regulations, and Microsoft data center projects. He said data centers are subject to extensive oversight by regulatory agencies and that he had received positive feedback from people living near similar facilities. He stated that he had not personally heard concerns about noise from those communities. However, he acknowledged the concerns raised by Prince Edward County residents and thanked them for speaking.

Other board members emphasized that communication needed to remain respectful on both sides. They expressed concern about personal attacks and reported threats directed toward Authority members. Citizens and board members were encouraged to contact law enforcement if they received direct threats

Approval Of Minutes:

Mr. Watson called for a motion to approve the June 2026 minutes. Mr. Tharpe made a motion to approve the minutes. Mr. Handy seconded the motion, which passed by the following vote:

Aye:	Nay: (none)	Abstain: (none)
Edgar Jones		
Mike Montgomery		
Brad Watson		
Quincy Handy		
Robert Atkinson		

Approval of Treasurer’s Report

Ms. White presented the following report:

Treasurer’s Report June 13 – August 18, 2026		
Deposits since the last report (June 12, 2026)		
	Paris Ceramics - 286K loan payment	\$5,267.49
	Paris Ceramics - 170K loan payment	\$3,286.58
	Paris Ceramics - 136K loan payment	\$2,646.85
	June Interest	\$1,053.78
	County incentive grant reimbursement – 5 Pillar Meats	799.28
	Paris Ceramics - 170K loan payment	\$3,286.58
	Paris Ceramics - 136K loan payment	\$2,646.85
	July Interest	\$1,073.33
	Paris Ceramics - 170K loan payment	\$3,286.58
	Paris Ceramics - 136K loan payment	\$2,646.85
	Ferrum College Bond Yearly Payment	\$3,000.00
	Deposit TOTAL	\$28,994.17
Disbursements since the last report (June 12, 2026)		
	Benchmark - Deluxe Check/Check/ACC. Industrial Authority	\$24.95
	Maxey & Associates, P.C. – BLA Survey (37-6-5 & 51-10-2A)	\$3,400.00
	VACORP - IDA Insurance	\$2,040.00
	Dominion Energy VA - Electric – HIT Park House	\$64.52
	Timmons Group - HIT Park Offsite Roadway Improvements (Access Road)	\$38,765.00
	DEALTEK, Ltd. - Consulting Services and Reimbursements	\$12,000.00
	Dominion Energy VA - Electric - 230 Kelly Lane	\$217.30
	Putney Mechanical - Geothermal/Compressor Repair - HIT Park House	\$14,900.00
	Timmons Group - HIT Park Offsite Roadway Improvements (Access Road)	\$19,950.00
	Disbursement TOTAL	\$91,361.77
	July 2026 Benchmark Statement Balance	\$1,236,527.52
	Available Balance as of June 12, 2026	\$1,210,393.65

MONTHLY REVENUE

Paris Ceramics \$286K Equipment Loan | \$286,020

- Payment #60 | \$5,267.49 monthly payment
- **Loan Balance: \$0.00**

Paris Ceramics \$170K Equipment Loan | \$170,000

- Payment #9 | \$3,286.58 monthly payment
- Payment #10 | \$3,286.58 monthly payment
- Payment #11 | \$3,286.58 monthly payment
- **Loan Balance: \$142,517.40**

Paris Ceramics \$136K Equipment Loan | \$136,910

- Payment #2 | \$2,646.85 monthly payment
- Payment #3 | \$2,646.85 monthly payment
- Payment #4 | \$2,646.85 monthly payment
- **Loan Balance: \$129,001.74**

Mr. Watson called for a motion to approve the treasurer’s report. Mr. Tharpe made the motion, and Mr. Handy seconded. The motion was approved as follows:

Aye:	Nay: (none)	Abstain: (none)
Edgar Jones		
Mike Montgomery		
Brad Watson		
Quincy Handy		
Robert Atkinson		

New Business

HIT Park Consulting and Marketing Update

Mr. Weiss addressed the board and thanked them for coming to the community meeting the night before. He felt it went well. He mentioned that it is not uncommon for companies like AVAIO to own the buildings/equipment and require tenants to be good stewards. He also clarified that September 30, 2026, is the end of the AVAIO contract extension. Mr. Weiss then provided the following information for informational purposes:

1. Existing Contracts: Respond to county staff inquiries about Master Agreement and Purchase and Sale Agreement (PSA) provisions. Review and prepare comments to PSA Amendment No. 2. Facilitate finalizing and signing of PSA Amendment No. 2, extending the PSA’s Initial Inspection Period to 30 September 2026. Communicate and negotiate with AVAIO regarding its proposed long-term contract extension provisions and IDA Board’s related requests.
2. Community Engagement: Review and assist with addressing citizen inquiries. Review outline for WFLO program. Assist with planning, organizing, and scheduling the 27 August community information meeting to include AVAIO’s project presentation. Discussions with AVAIO and with IDA team regarding same. Review and provide input on community information meeting flier and related outreach. Review questions submitted for community information meeting.
3. HIT Park Project Information: Review, and provide input to county staff for, updated FAQs and Myths-Facts List.
4. IDA Board of Directors Meetings: Prepare Activity Reports for Board meeting packets. Review and prepare comments to Chairman’s remarks for 26 June Board meeting. Communications with IDA team regarding July Board meeting (canceled). Prepare for and participate in 26 June Board meeting. Prepare for 28 August Board meeting.

HIT Park Investment Update

Ms. White provided the following information for informational purposes:

- The HIT Park investment report is attached. It reflects activity since the report given at the last meeting in June.
- A total of \$12,281.82 was expended on utility and marketing expenses.
- A total of \$58,715.00 was spent on the industrial access road project (engineering and design services and right-of-way relocation costs). This project is partially funded by the Tobacco Commission (TRRC) grant #4221.
- There is a pending \$69,676.50 grant reimbursement payment that should be received in the coming weeks.

Animal Shelter Project Land Transfer Request

Mr. Stanley stated that at the July 14th Board of Supervisors meeting on July 14, 2026, the Board requested that the IDA transfer the residual portion of Tax Map Parcel #51-10-5 to the Prince Edward County Board of Supervisors for the proposed County Animal Shelter project. This parcel was subdivided, and a portion was sold to 5 Pillar Meats in 2023 to develop a meat processing facility. At the moment, it is unknown exactly how much land is required for the Animal Shelter project. When the project is complete, the remaining residual portion can be transferred back to the IDA to sell to 5 Pillar Meats for business expansion in the future, or for other development projects.

Mr. Stanley explained the site selection process, public water and sewer needs, the planned indoor design, access and visibility, and the need to preserve room for Five Pillar Meats to expand. The board discussed the shelter's compatibility with the adjacent meat processing operation and the impact of a government facility on marketable industrial land. Mr. Stanley stated that the design team was incorporating a berm, fencing, vegetative buffers, sound controls, and additional kennel security. He further stated that the project would be advertised for bids, with final construction approval remaining with the Board of Supervisors after bids are received. Mr. Atkinson made a motion that the Industrial Development Authority of Prince Edward County approve the transfer of Tax Map Parcel #51-10-5 to the Board of Supervisors for the Animal Shelter Project and authorize the Chairman and staff to sign all necessary documents required. Mr. Tharpe seconded the motion. The vote passed as follows:

Aye:

Mike Montgomery
Brad Watson
Quincy Handy
Robert Atkinson

Nay:

Edgar Jones

Abstain: (none)

Proposed Poplar Sips Real Estate Tax Investment Grant

Ms. White discussed that Poplar Sips recently opened as a coffee shop and café in 2024 at 308 C North Main Street in Farmville. Ms. Angela Brown, the building and business owner, is planning to continue to expand operations in this historic building, which includes renovating the storefront on the other side of the building and the second floor. Poplar Sips is within the Enterprise Zone and was the recipient of a \$28,916.62 Real Property Investment Grant from the Department of Housing and Community Development Enterprise Zone Program. This reimbursement grant was based on qualified real property investments made in 2025 in the amount of \$244,585.08. Poplar Sips is eligible for local Enterprise Zone incentives for new and expanding businesses. Staff prepared an incentive package with a proposed Real Estate Tax Reinvestment Grant in the amount of \$210.48 each year, starting with the 2025 tax year, for ten years with an estimated total amount of \$2,105. At this time, staff requests that the Industrial Development Authority approve the proposed Real Estate Tax Investment Grant agreement for the development of Poplar Sips. If the agreement is approved, the Board of Supervisors will also be required to approve the agreement before it is executed. Mr. Tharpe moved that the Industrial Development Authority approve the proposed Real Estate Tax Investment Grant agreement for the development of Poplar Sips and authorize the Chairman and staff to sign all necessary documents required. Mr. Handy seconded

the motion, and the motion carried as follows:

Aye:	Nay: (none)	Abstain: (none)
Edgar Jones		
Mike Montgomery		
Brad Watson		
Quincy Handy		
Robert Atkinson		

Adjournment

With no other business to discuss, Mr. Tharpe made a motion to adjourn the meeting, and Mr. Jones seconded. The motion was approved by the following vote:

Aye:	Nay: (none)	Abstain: (none)
Edgar Jones		
Mike Montgomery		
Brad Watson		
Quincy Handy		
Robert Atkinson		

The meeting was adjourned at 9:35 am.



**County of Prince Edward
Industrial Development
Authority
Agenda Summary**

Meeting Date:	September 25, 2026
Item #:	IV.
Department:	Industrial Development Authority
Staff Contact:	Chelsey White
Agenda Item:	Approval of Treasurer's Report

SUMMARY:

The treasurer's report is attached for review. A motion is needed.

ATTACHMENT(S):

Treasurer's report

RECOMMENDATION:

Approval

SUGGESTED MOTION:

I move that the Industrial Development Authority of Prince Edward County approve the treasurer's report.

OR

I move that the Industrial Development Authority table this item for further discussion.

Motion _____ Atkinson _____ Handy _____ Jones _____ Montgomery _____ Tharpe _____
Second _____ Watson _____ Yeatts _____



Industrial Development Authority

Treasurer's Report August 19 – September 16, 2026

Deposits since the last report (August 18, 2026)	
Land Sale to MBC: Lot #37-6-5/51-10-2A	\$33,000.00
August Interest	\$1,055.57
Paris Ceramics - 170K Loan Payment	\$3286.58
Paris Ceramics - 136K loan payment	\$2646.85
Deposit TOTAL	\$39,989.00
Disbursements since the last report (August 18, 2026)	
Dominion Energy VA	\$329.06
DEALTEK, Ltd.	\$6,000.00
DEALTEK, Ltd.	\$6,000.00
Poplar Sips	\$210.48
Disbursement TOTAL	\$12,539.54
August 2026 Benchmark Statement Balance	\$1,244,449.22
Available Balance as of September 16, 2026	\$1,237,843.11

MONTHLY REVENUE

Paris Ceramics \$170K Equipment Loan | \$170,000

- Payment #12 | \$3,286.58 monthly payment

Loan Balance: \$139,943.41

Paris Ceramics \$136K Equipment Loan | \$136,910

- Payment #5 | \$2,646.85 monthly payment

Loan Balance: \$126,999.90



**County of Prince Edward
Industrial Development
Authority
Agenda Summary**

Meeting Date:	September 25, 2026
Item #:	V. a.
Department:	Industrial Development Authority
Staff Contact:	Chelsey White
Agenda Item:	HIT Park Consulting and Marketing Update

SUMMARY:

Mr. Weiss will provide the DEALTEK Activity Report for the HIT Park for informational purposes. No motion is needed.

ATTACHMENT(S):

RECOMMENDATION:

Information purposes

SUGGESTED MOTION:

No motion needed

Motion _____ Atkinson _____ Handy _____ Jones _____ Montgomery _____ Tharpe _____
Second _____ Watson _____ Yeatts _____



To: Prince Edward County IDA Board of Directors

From: Rhett L. Weiss

Date: 17 September 2026

Re: HIT Park Activity Report for 25 September 2026 PECIDA Board Meeting

The following is a high-level summary of economic development, marketing, and related consulting activities for Heartland Innovative Technology Park (HIT Park) since the last Activity Report, conducted under the Contract for Consulting Services between DEALTEK and the IDA dated 1 May 2023, as modified by the Modification to Contract for Consulting Services between the parties dated 25 April 2025 and effective 1 May 2025:

1. Existing Contracts: Review and provide feedback on Purchase and Sale Agreement (PSA) and Master Agreement provisions, in response to county staff's questions. Review and prepare comments to AVAIO's short-term and long-term extension proposals. Communicate with AVAIO and county staff regarding same.
2. Community Engagement: Review and assist with addressing citizen inquiries. Review county staff's outline for 26 August 2026 WFLO "Call Flo" radio talk show program. Prepare for and participate in same. Assist with planning, organizing, and scheduling the 27 August community information meeting. Review and provide feedback on AVAIO's project presentation for community meeting. Prepare for and moderate Q&A portion of community meeting, including reviewing and organizing all questions submitted by citizens. Communications and meetings with AVAIO and with IDA team regarding same.
3. HIT Park Project Information: Review, research, and provide input on project roadmap and detailed project timeline, including Dominion Energy grid application processes, to county staff.
4. IDA Board of Directors Meetings: Prepare Activity Report for 28 August 2026 Board meeting packet. Prepare for and participate in 28 August Board meeting. Follow-up on same.
5. Other Related Activities:
 - a. Address various HIT Park-related requests.
 - b. Review information on other data center sites and locations, trends, developments, publicized projects (pending or completed), and their contexts.



**County of Prince Edward
Industrial Development
Authority
Agenda Summary**

Meeting Date:	September 25, 2026
Item #:	V. b.
Department:	Industrial Development Authority
Staff Contact:	Chelsey White
Agenda Item:	HIT Park Investment Update

SUMMARY:

- The HIT Park investment report is attached. It reflects activity since the report given at the last meeting in June.
- A total of \$12,329.06 was expended on utility and marketing expenses.
- This report is for information purposes, so no motion is needed.

ATTACHMENT(S):

HIT Park Investment Report

RECOMMENDATION:

Information purposes

SUGGESTED MOTION:

No motion needed

Motion _____ Atkinson _____ Handy _____ Jones _____ Montgomery _____ Tharpe _____
Second _____ Watson _____ Yeatts _____

*Updated 9/16/2026

HIT Park Utility and Marketing Expenses			HIT Park Acquisition and Infrastructure Expenses								
Expense	Date	Amount	Expense Description/Project	Vendor	Total Expended To Date	Initial Funding Amount	Funding Source	Funding Date	Total Reimbursement Requested	Total Reimbursement Received	Total Amount of Reimbursement Requests Submitted
Dominion Energy VA	10/22/2020	\$ 210.23	Acquisition of Lockwood Property (HIT Park site)	N/A	\$ 1,500,000.00	\$ 1,900,000.00	Board of Supervisors Payment to IDA	Mar 2020	\$ -	\$ -	N/A
Dominion Energy VA		\$ 224.83	HIT Park Due Diligence - Tier 3 Certification	Timmons Group	\$ 193,468.00	\$ -			\$ -	\$ -	N/A
Ellington Lawn Service	12/21/2020	\$ 850.00	Prince Edward Offsite Utilities / Water Main and Wastewater Force Main	Timmons Group	\$ 640,000.00	\$ 640,000.00	VEDP BRSP Grant FY22	Jan 2022	\$ 640,000.00	\$ 640,000.00	3
Brigg's Tree Service	12/30/2020	\$ 10,000.00	HIT Park - Elevated Water Storage and Booster Pump Design (EWST and BMP)	Timmons Group	\$ 530,000.00	\$ 530,000.00	TRRC Grant #3961	May 2023	\$ 530,000.00	\$ 530,000.00	4
Dominion Energy VA	1/4/2021	\$ 194.00	HIT Park Phase I Industrial Access Road: engineering and design services and right-of-way relocation costs	Timmons Group	\$ 242,653.00	\$ 442,005.00	TRRC Grant #4221	June 2024	\$ -	\$ -	0
Dominion Energy VA	1/29/2021	\$ 289.14	HIT Park - Engineering Services (additional: project pursuits, RFIs, & site visits; VBRSP site grant ap assistance, data center site consultant coordination, marketing brochure & data center layout, HIT Park VBRSP & SEID Grant app 2025)	Timmons Group	\$ 14,290.00	\$ -			\$ -	\$ -	N/A
Appomattox Glass & Storefront Inc.	3/1/2021	\$ 954.50	HIT Park - Engineering Services (additional: project pursuits, RFIs, & site visits; VBRSP site grant ap assistance, marketing brochure and data center layout)	Timmons Group	\$ 1,760.00	\$ -			\$ -	\$ -	N/A
Dominion Energy VA	3/15/2021	\$ 304.44									
Dominion Energy VA	4/13/2021	\$ 216.01									
Dominion Energy VA	5/19/2021	\$ 158.49									
Dominion Energy VA	6/25/2021	\$ 139.89									
CenturyLink	7/9/2021	\$ 334.51									
CenturyLink	7/9/2021	\$ 337.51									
Dominion Energy VA	8/19/2021	\$ 393.41									
CenturyLink	8/19/2021	\$ 413.63									
Dominion Energy VA	9/21/2021	\$ 225.50									
Mid-Atlantic Entry Systems, Inc.	9/21/2021	\$ 375.00									
Dominion Energy VA	12/16/2021	\$ 47.27									
Dominion Energy VA	1/26/2022	\$ 390.27									
Flameless Specialties, Inc.	1/26/2022	\$ 243.91									
Dominion Energy VA	1/26/2022	\$ 155.30									
Dominion Energy VA	3/21/2022	\$ 298.20									
Dominion Energy VA	4/22/2022	\$ 420.85									
Dominion Energy VA	5/20/2022	\$ 219.65									
CenturyLink	9/16/2022	\$ 40.80									
Dominion Energy VA	10/27/2022	\$ 201.26									
T & L Equipment & Services, L.L.C.	11/18/2022	\$ 4,550.00									
Brightspeed	11/18/2022	\$ 15.05									
Dominion Energy VA	12/8/2022	\$ 114.31									
Brightspeed	12/8/2022	\$ 79.38									
Dominion Energy VA	1/18/2023	\$ 167.28									
Brightspeed	1/18/2023	\$ 33.28									
Dominion Energy VA	2/8/2023	\$ 493.44									
Dominion Energy VA	3/1/2023	\$ 502.90									
Brightspeed	3/1/2023	\$ 129.50									

Brightspeed	4/10/2023	\$ 48.75										
Brightspeed	5/23/2023	\$ 97.09										
DEALTEK, Ltd.	6/15/2023	\$ 8,000.00										
Brightspeed	6/15/2023	\$ 112.68										
Brightspeed	7/5/2023	\$ 79.93										
DEALTEK, Ltd.	8/2/2023	\$ 10,254.63										
DEALTEK, Ltd.	8/2/2023	\$ 8,062.33										
4Imprint	9/12/2023	\$ 336.75										
Dominion Energy VA	9/13/2023	\$ 169.94										
DEALTEK, Ltd.	9/14/2023	\$ 8,000.00										
4Imprint	10/5/2023	\$ 793.21										
DEALTEK, Ltd.	10/5/2023	\$ 8,000.00										
Brightspeed	10/5/2023	\$ 32.40										
Data Centre Dynamics Ltd.	10/12/2023	\$ 12,000.00										
Dominion Energy VA	10/18/2023	\$ 274.70										
Brightspeed	11/15/2023	\$ 48.97										
Dominion Energy VA	11/15/2023	\$ 207.48										
Dominion Energy VA	12/18/2023	\$ 53.58										
Brightspeed	12/18/2023	\$ 64.97										
DEALTEK, Ltd.	12/19/2023	\$ 16,615.05										
DEALTEK, Ltd.	1/8/2024	\$ 8,233.83										
Dominion Energy VA	1/8/2024	\$ 241.13										
Brightspeed	2/16/2024	\$ 129.95										
Dominion Energy VA	2/16/2024	\$ 219.34										
DEALTEK, Ltd.	2/16/2024	\$ 8,298.00										
Brightspeed	2/16/2024	\$ 129.95										
Dominion Energy VA	2/16/2024	\$ 219.34										
DEALTEK, Ltd.	2/16/2024	\$ 8,298.00										
Brightspeed	1/8/2024	\$ 64.97										
DEALTEK, Ltd.	3/15/2024	\$ 8,523.95										
Dominion Energy VA	3/15/2024	\$ 250.33										
Brightspeed	3/15/2004	\$ 129.96										
Dominion Energy VA	4/22/2024	\$ 382.32										
Brightspeed	4/22/2024	\$ 48.99										
DEALTEK, Ltd.	4/22/2024	\$ 9,484.38										
Dominion Energy VA	4/30/2024	\$ 113.88										
DEALTEK, Ltd.	5/16/2024	\$ 8,000.00										
DEALTEK, Ltd.	6/11/2024	\$ 8,264.17										
DEALTEK, Ltd.	7/26/2024	\$ 8,000.00										
Brightspeed	7/26/2024	\$ 16.35										
Timmons Group	7/26/2024	\$ 600.00										
Dominion Energy VA	8/8/2024	\$ 61.63										
DEALTEK, Ltd.	8/8/2024	\$ 8,000.00										
Dominion Energy VA	9/13/2024	\$ 163.02										
Brightspeed	9/13/2024	\$ 129.92										
DEALTEK, Ltd.	9/20/2024	\$ 8,000.00										
Dominion Energy VA	10/21/2024	\$ 40.95										
Brightspeed	10/21/2024	\$ 48.96										
DEALTEK, Ltd.	10/21/2024	\$ 8,000.00										
Dominion Energy VA	10/31/2024	\$ 104.16										
DEALTEK, Ltd.	11/15/2024	\$ 8,000.00										
DEALTEK, Ltd.	12/3/2024	\$ 8,000.00										
Brightspeed	12/5/2024	\$ 0.84										
Brightspeed	1/22/2025	\$ 49.12										
DEALTEK, Ltd.	1/22/2025	\$ 8,000.00										
Timmons Group - overpayment	1/22/2025	\$ (8,700.00)										
Dominion Energy VA	1/22/2025	\$ 265.84										

Difference (initial funding amounts minus all expenses):	Total Funding Amount minus acquisition, infrastructure, utility, and marketing expenses (Column H, minus Column G, minus Column D):	\$ 86,593.75
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*Updated 9/16/2026



Check number	Check Date	Amount	Invoice number	Invoice Date	Project Number	Contractor	Description of Service	Reimbursement Request Number	Date Reimbursement Request Submitted	Date Reimbursement Received
1018	8/22/2025	\$ 6,528.00	375780	9/10/2025	73763	Timmons Group	HIT Park phase I industrial access road - engineering and design services and right-of-way relocation costs	1	6/3/2026	_//_
1022	9/11/2025	\$ 7,395.00	378681	9/9/2025	73763	Timmons Group	HIT Park phase I industrial access road - "	1	6/3/2026	
1028	10/20/2025	\$ 39,340.00	380728	10/7/2025	73763	Timmons Group	HIT Park phase I industrial access road - "	1	6/3/2026	
1031	12/16/2025	\$ 24,045.00	383159	11/10/2025	73763	Timmons Group	HIT Park phase I industrial access road - "	1	6/3/2026	
1032	12/16/2025	\$ 7,445.00	386158	12/9/2026	73763	Timmons Group	HIT Park phase I industrial access road - "	1	6/3/2026	
1036	1/20/2026	\$ 24,045.00	368159	11/10/2025	73763	Timmons Group	HIT Park phase I industrial access road - "	1	6/3/2026	
1040	2/18/2026	\$ 9,000.00	390497	2/9/2026	73763	Timmons Group	HIT Park phase I industrial access road - "	1	6/3/2026	
1043	3/11/2026	\$ 19,800.00	392489	3/9/2026	73763	Timmons Group	HIT Park phase I industrial access road - "	1	6/3/2026	
1052	4/9/2026	\$ 23,400.00	394978	4/7/2026	73763	Timmons Group	HIT Park phase I industrial access road - "	1	6/3/2026	
1055	5/14/2026	\$ 2,400.00	397629	5/11/2026	73763	Timmons Group	HIT Park phase I industrial access road - "	1	6/3/2026	
1059	6/12/2026	\$ 20,540.00	400084	6/8/2026	73763	Timmons Group	HIT Park phase I industrial access road - "	2		
1063	7/8/2026	\$ 38,765.00	402705	7/7/2026	73763	Timmons Group	HIT Park phase I industrial access road - "	2		
1067	8/17/2026	\$ 19,950.00	405604	8/11/2026	73764	Timmons Group	HIT Park phase I industrial access road - "	3		

Total: \$ 242,653.00

Funding reimbursable by TRRC Access Road Grant #4221:

\$442,005.00

Funding remaining:

\$199,352.00

Match funding for this grant is the _____

Check number	Check Date	Amount	Invoice number	Invoice Date	Project Number	Contractor	Description of Service	Reimbursement Request Number	Date Reimbursement Request Submitted	Date Reimbursement Received
809	4/10/2023	\$ 4,600.00	308795	3/9/2023	56951	Timmons Group	Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	1	11/1/2023	3/11/2024
815	5/23/2023	\$ 36,100.00	310994	4/18/2023	56951	Timmons Group	Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	1	11/1/2023	3/11/2024
814	5/23/2023	\$ 18,600.00	313158	5/9/2023	56591	Timmons Group	Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	1	11/1/2023	3/11/2024
835	10/13/2023	\$ 25,000.00	315510	6/16/2023	56951	Timmons Group	Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	1	11/1/2023	3/11/2024
838	10/13/2023	\$ 38,000.00	317001	7/10/56951	56951	Timmons Group	Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	1	11/1/2023	3/11/2024
829	9/14/2023	\$ 69,700.00	319944	8/8/2023	56951	Timmons Group	Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	1	11/1/2023	3/11/2024
836	10/16/2023	\$ 200,700.00	322151	9/12/2023	56951	Timmons Group	Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	1	11/1/2023	3/11/2024
837	10/13/2023	\$ 26,200.00	324516	10/10/2023	56951	Timmons Group	Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	1	11/1/2023	3/11/2024
~~848~~	~~11/20/2023~~		~~327052~~	~~12/7/2023~~	~~56951~~	~~Timmons Group~~	~~Prince Edward Offsite Utilities/Water Main and Wastewater Force Main~~	2	n/a	*check cancelled and reissued as #851
851	12/20/2023	\$ 8,900.00	327052	11/7/2023	56951	Timmons Group	Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	2	5/20/2024	3/5/2025
854	1/8/2024	\$ 21,500.00	329190	12/12/2023	56951	Timmons Group	Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	2	5/20/2024	3/5/2025
865	2/16/2024	\$ 5,900.00	331124	1/9/2024	56951	Timmons Group	Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	2	5/20/2024	3/5/2025
872	3/15/2024	\$ 42,400.00	333358	2/6/2024	56951	Timmons Group	Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	2	5/20/2024	3/5/2025
102	4/22/2024	\$ 24,400.00	335492	3/12/2024	56951	Timmons Group	Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	2	5/20/2024	3/5/2025
101	4/30/2024	\$ 25,000.00	337604	4/9/2024	56951	Timmons Group	Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	2	5/20/2024	3/5/2025
898	6/11/2024	\$ 5,900.00	340078	5/7/2024	56951	Timmons Group	Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	3	5/23/2025	10/8/2025
900	7/26/2024	\$ 600.00	344155	8/9/2024	56951	Timmons Group	Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	3	5/23/2025	10/8/2025
917	10/21/2024	\$ 26,100.00	349750	10/21/2024	56951	Timmons Group	Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	3	5/23/2025	10/8/2025
926	11/15/2024	\$ 8,700.00	351886	11/15/2024	56951	Timmons Group	Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	3	5/23/2025	10/8/2025
927	12/3/2024	\$ 4,100.00	342733	6/11/2024	56951	Timmons Group	Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	3	5/23/2025	10/8/2025

929	12/3/2024	\$	8,700.00	351886	11/7/2024	56951	Timmons Group	Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	3		10/8/2025
931	12/3/2024	\$	30,200.00	353401	11/11/2024	56951	Timmons Group	Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	3	5/23/2025	10/8/2025
937	1/22/2025	\$	2,900.00	356255	1/9/2025	56951	Timmons Group	Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	3	5/23/2025	10/8/2025
	1/22/2025	\$	(8,700.00)								Timmons Group overpayment
944	2/28/2025	\$	14,500.00	358796	1/14/2025	56951	Timmons Group	Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	3	5/23/2025	10/8/2025

Total: \$ 640,000.00

Funding reimbursable by the VEDP BRSP Grant:

\$640,000.00

Funding remaining: \$0.00

3:1 (33% of the grant disbursed) match requirement has been fulfilled by site acquisition costs



Check number	Check Date	Amount	Invoice number	Invoice Date	Project Number	Contractor	Description of Service	Reimbursement Request Number	Date Reimbursement Request Submitted	Date Reimbursement Received
							HIT Park - Elevated Water Storage Tank and Booster Pump Design (EWST and BMP)			
810	4/10/2023	\$ 4,900.00	308794	3/7/2023	56483	Timmons Group		1	11/3/2023	12/3/2024
812	5/23/2023	\$ 11,800.00	310993	4/18/2023	56483	Timmons Group	HIT Park - EWST and BMP	1	11/3/2023	12/3/2024
828	9/14/2023	\$ 77,500.00	319943	8/8/2023	56483	Timmons Group	HIT Park - EWST and BMP	1	11/3/2023	12/3/2024
843	11/20/2023	\$ 123,700.00	315509	6/13/2023	56483	Timmons Group	HIT Park - EWST and BMP	2	12/8/2023	3/12/2024
844	11/20/2023	\$ 46,100.00	317000	7/10/2023	56483	Timmons Group	HIT Park - EWST and BMP	2	12/8/2023	3/12/2024
845	11/20/2023	\$ 18,900.00	322150	9/12/2023	56483	Timmons Group	HIT Park - EWST and BMP	2	12/8/2023	3/12/2024
846	11/20/2023	\$ 31,400.00	324515	11/9/2023	56483	Timmons Group	HIT Park - EWST and BMP	2	12/8/2023	3/12/2024
847	11/20/2023	\$ 4,000.00	327051	12/7/2023	56483	Timmons Group	HIT Park - EWST and BMP	2	12/8/2023	3/12/2024
853	1/8/2024	\$ 25,300.00	329189	12/12/2023	56483	Timmons Group	HIT Park - EWST and BMP	3	5/30/2024	8/21/2024
864	2/16/2024	\$ 11,800.00	331123	1/9/2024	56483	Timmons Group	HIT Park - EWST and BMP	3	5/30/2024	8/21/2024
871	3/15/2024	\$ 37,950.00	333357	2/6/2024	56483	Timmons Group	HIT Park - EWST and BMP	3	5/30/2024	8/21/2024
101	4/22/2024	\$ 25,300.00	335491	3/12/2024	56483	Timmons Group	HIT Park - EWST and BMP	3	5/30/2024	8/21/2024
102	4/30/2024	\$ 23,250.00	337603	4/30/2024	56483	Timmons Group	HIT Park - EWST and BMP	3	5/30/2024	8/21/2024
897	6/11/2024	\$ 26,500.00	340077	6/6/2024	56483	Timmons Group	HIT Park - EWST and BMP	4	5/22/2025	10/27/2025
916	10/21/2024	\$ 14,700.00	349749	9/10/2024	56483	Timmons Group	HIT Park - EWST and BMP	4	5/22/2025	10/27/2025
932	12/3/2024	\$ 11,000.00	353400	11/11/2024	56483	Timmons Group	HIT Park - EWST and BMP	4	5/22/2025	10/27/2025
928	12/3/2024	\$ 800.00	342732	7/11/2024	56484	Timmons Group	HIT Park - EWST and BMP	4	5/22/2025	10/27/2025
813	5/23/2023	\$ 35,100.00	313157	6/8/2023	56483	Timmons Group	HIT Park - EWST and BMP	4	6/11/2025	10/27/2025

Total: \$ 530,000.00

Funding reimbursable by TRRC Water Tank Grant #3961:

\$530,000.00

Funding remaining: \$0.00

Match funding for this grant is the \$640,000.00 VBRSP Grant

*Board of Supervisors Payment to IDA for site acquisition:	\$ 1,900,000.00	Funding remaining:	\$ (112,758.25) *Negative number - No funding remaining
Acquisition of Lockwood Property (HIT Park site):	\$ 1,500,000.00	(from the original	
HIT Park Due Diligence - Tier 3 Certification:	\$ 193,468.00	\$1,900,000)	
HIT Park Utility and Marketing Expenses:	\$ 303,240.25		
HIT Park - Engineering Services (additional)	\$ 16,050.00		

Total Funding

Remaining: \$86,593.75

*Updated 9/16/2026

Grants Awarded					
Expense Description/Project	Vendor	Total Expended To Date	Initial Funding Amount	Funding Source	Funding Date
Prince Edward Offsite Utilities/Water Main and Wastewater Force Main	Timmons Group	\$ 640,000.00	\$ 640,000.00	VEDP BRSP Grant FY22	Jan-22
HIT Park - Elevated Water Storage and Booster Pump Design (EWST and BMP)	Timmons Group	\$ 530,100.00	\$ 530,100.00	TRRC Grant #3961	May-23
HIT Park phase I industrial access road - engineering and design services and right-of-way relocation costs.	Timmons Group	\$ 13,923.00	\$ 442,005.00	TRRC Grant #4221	Jun-24
		\$ 1,184,023.00	\$ 1,612,105.00		

Potential Grants (*in addition to reapplying for the ones above)								
Project	Funding Source	Amount	Required Match	Status	Required Applicant	Date Applied	Award Notice Date	Weblink
Engineering reports, site improvements, road access, or utility extensions	VEDP BRSP FY25	\$12,360,000.00	\$ 3,090,000.00	Not awarded	Property Owner	Jan-25	Jun-25	https://www.vedp.org/vbrsp
Transportation Infrastructure: right-of-way acquisition and utility relocation costs	SEID FY26	\$500,000.00	\$ 100,000.00	Not awarded	Locality	May-25	? (Full application releases on June 20)	https://grants.scrv.gov/
Access road improvements	VDOT CTB	\$850,000.00	\$ 150,000.00	Not applied for	Locality			https://ctb.virginia.gov/planning-funding/
Access road improvements	EDA (federal)	\$100,000.00 - \$30,000,000.00		Not applied for	Locality			https://grants.gov/search-results-detail/346815
Construction	DHCD	Up to \$200,000.00		Not applied for	Property owner or tenant			https://www.dhcd.virginia.gov/vez
Job creation	DHCD	Up to \$800.00 per position over 4 each year		Not applied for	Property owner or tenant			https://www.dhcd.virginia.gov/vez



**County of Prince Edward
Industrial Development
Authority
Agenda Summary**

Meeting Date: September 25, 2026
Item #: V c.
Department: Industrial Development Authority
Staff Contact: Doug Stanley
Agenda Item: IDA Audit

SUMMARY: Robinson, Farmer, Cox Associates, PLLC has completed an audit of the IDA financial statements for fiscal years 2024 and 2025.

ATTACHMENT(S):

None

RECOMMENDATION:

Approve the financial report for fiscal years 2024 and 2025.

SUGGESTED MOTION:

I move that the Industrial Development Authority of Prince Edward County approve the financial report for fiscal years 2024 and 2025 and authorize the Chairman and staff to sign all necessary documents required.

OR

I move that the Industrial Development Authority table this item for further discussion.

Motion _____ Atkinson _____ Handy _____ Jones _____ Montgomery _____ Tharpe _____
Second _____ Watson _____ Yeatts _____



**County of Prince Edward
Industrial Development
Authority
Agenda Summary**

Meeting Date:	September 25, 2026
Item #:	V. d.
Department:	Industrial Development Authority
Staff Contact:	Chelsey White
Agenda Item:	Economic Development and Tourism Report

SUMMARY:

The Economic Development and Tourism Department Board of Supervisors' report is attached for information purposes. No motion is needed.

ATTACHMENT(S):

Economic Development and Tourism Report

RECOMMENDATION:

Information purposes

SUGGESTED MOTION:

No motion needed

Motion _____ Atkinson _____ Handy _____ Jones _____ Montgomery _____ Tharpe _____
Second _____ Watson _____ Yeatts _____

Economic Development & Tourism Report Summary

September 8, 2026, Board of Supervisors Meeting

Economic Development:

- I've spent a good amount of time since the last time I spoke working through the grant application process for the VEDP Virginia Business Ready Sites Program.
- If awarded, this grant would fund the clearing and grading of a 25-acre pad in the Prince Edward Business Park, moving the site to tier 5 and making it more competitive to prospects.
- Lots of preparations were made for the site visit with VEDP and KPMG representatives, which took place last Monday.
- This site visit was the last step in the six-month grant application process.
- I worked with the Town of Farmville and Dominion as the utility providers, and Timmons Group for engineering design support to answer the technical questions required for the presentation and site visit.
- We received good feedback on the project.
- The application review committee recommended that the county also apply for an Accelerated Site Characterization Grant.
- The purpose of this VEDP grant is to improve the understanding of the site and determine its suitability for further investment.
- If awarded, the grant would provide funding, up to \$500,000, for additional due diligence to accelerate the tiering of the site.
- The grant will also establish development plans for the site, which would outline the critical path items to achieve market readiness as well as the cost and timeline associated with each item.
- More specifically, this grant would be used to fund a Dominion power study to determine the power availability and possible upgrades needed to serve the site.
- Having more precise information about the electric capacity would ultimately make the site more competitive to prospects.
- The business park pad development project was also recently awarded a one-million-dollar Tobacco Commission matching grant (VEDP request was right under \$2.5M).

- This summer, I worked with the CRC and Farmville Downtown Partnership on coordinating the Building Opportunities on Main Street Project, known as BOOMS.
- Through this project, consultants conducted a downtown assessment that included commercial property evaluations, building inventory and occupancy analysis through the BOOMS Tracker system, stakeholder discussions, and a community walking and visioning tour.
- These activities were carried out to provide opportunities for the revitalization of vacant and underutilized buildings Downtown.
- This summer I also made site visits to Sandy River Distillery and Rockview to discuss business expansion and grant application assistance that I can provide.
- I've continued to attend local economic development meetings with Virginia's Heartland Alliance monthly to participate in marketing activities and discuss economic development projects and resources.
- In June, I submitted the Enterprise Zone Annual Report for the 2025 calendar year.
- The data in the report included public and private investment figures, marketing efforts, and information on jobs created and businesses that opened and closed in the enterprise zone during the calendar year.
- The figures provided will be used in the DHCD Enterprise Zone Annual Report to the General Assembly.
- Regarding Enterprise Zone Awards for the 2025 calendar year, the following companies received awards from DHCD this summer:
 - 5 Pillar Meats - \$100,000
 - Poplar Sips - \$28,916
 - Wawa - \$73,530
 - And Harbor Freight - \$100,000
 - These reimbursement grants were awarded based on qualified real property investments made in 2025.
- Since my last report, I completed and submitted the Virginia Opportunity Zone investment priority survey on behalf of the county as requested by DHCD.
- To do this, I worked with various departments in the county and the Town to compile data to inform the priorities submitted in the survey.

- The purpose of the survey was to collect input from local governments, industry stakeholders, and regional partners to help the state prioritize and select census tracts for the Governor's new federal Opportunity Zone nominations.
- The primary purpose of Opportunity Zones is to spur economic growth and job creation in economically distressed and low-income communities by redirecting private capital into these areas.
- A Tobacco Commission Grant reimbursement was received recently in the amount of \$69,676.50 for the HIT Park industrial access road project (engineering and design services and right-of-way relocation costs).
- The process of reviewing, assessing, and identifying potential regulations and development standards for data centers in the County with the Berkley Group began last month.
- I have been assisting with the coordination of these meetings with IDA members.
- I am pleased to announce that Paris Ceramics paid off its \$286,000 equipment loan to the IDA this summer.
- This loan has allowed the company to continue to expand production and hire additional employees.
- The next regular IDA Meeting will be held this month on the 25th.

Tourism:

- A new Travel Counselor was hired at the Visitor Center.
- Ms. Kendyl Titus was hired to assist visitors at the front desk and help promote tourism in Prince Edward County.
- She has been a great addition to our team.
- We held a kickoff meeting for the “*Traversing Prince Edward County’s Great Outdoors*” digital marketing project.
- This initiative focuses on expanding the county’s digital marketing efforts.
- This will be done through a coordinated six-month campaign using Meta and Google ads, paired with the development of a Mailchimp newsletter system to capture and nurture visitor interest.
- Signage upgrades were recently made at the Visitor Center.
- The General Services Department installed signage on the building façade to make the Visitor Center more identifiable to pedestrians and passengers coming from 460 and South Street.

- The wayfinding signage project has continued to progress.
- It includes the fabrication and installation of Gateway and Trailblazer signs throughout the county.
- A pre-bid meeting was held, and the project went out to bid.
- The project is estimated to be completed by the spring of 2027.
- The next regular Prince Edward County Tourism Council (PECTC) Meeting is scheduled for October 21st at 9 am at the Visitor Center.
- The Council will discuss current projects and new tourism promotion initiatives.



Board of Supervisors Report:

- The monthly blogs are pushing viewers to our new website. If you have an idea for an upcoming blog please reach out!
- Staff has approved the layout of the newsletter, and the ads that will promote it and encourage people to sign up. This project is partially funded by the 2026 VTC DMO Grant.
- There are desk tents available if anyone would like to have one at their office that will direct people to signing up for the newsletter. Staff is putting them in hotels, restaurants, airbnbs, and more!
- Staff is currently applying to host the VA250 Mobile Museum for 2027.
- Upcoming tourism-focused events can be submitted for inclusion on the Explore Prince Edward County social media platforms using the link/QR code:

<https://tinyurl.com/yc2kv6r7>



EXPLORE
PRINCE EDWARD COUNTY
VIRGINIA

PEC Tourism & Visitor Center Monthly Report for the end of August 2026

HEARTLAND REGIONAL VISITOR CENTER ATTENDANCE

	Virginia Guests	Other States	Other Countries	Total Guests	Average Visitors per Month:
Aug	65	4	0	69	56

PHONE INQUIRIES

July 26	July 26	% Differences	year YTD	Prior year YTD	% Differences
10	23	-56%	208	182	14%



Webpage Stats



Total Users

1.9k



New Users

1.9k



Engagement Rate

94.33%



Average Time

8 seconds



Users by Location

US
Ireland
UAE



Sessions by Traffic Source

Paid Social: 833
Paid Search: 655
Direct: 394
Unassigned: 86
Organic Social: 64
Referral: 43
Organic Search: 40

33

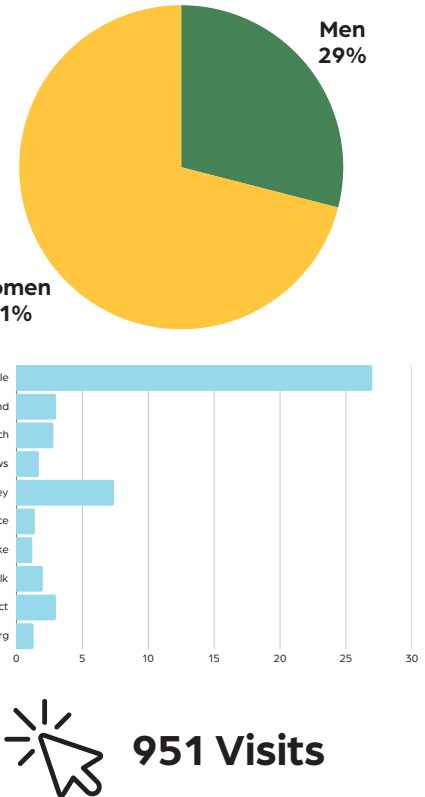
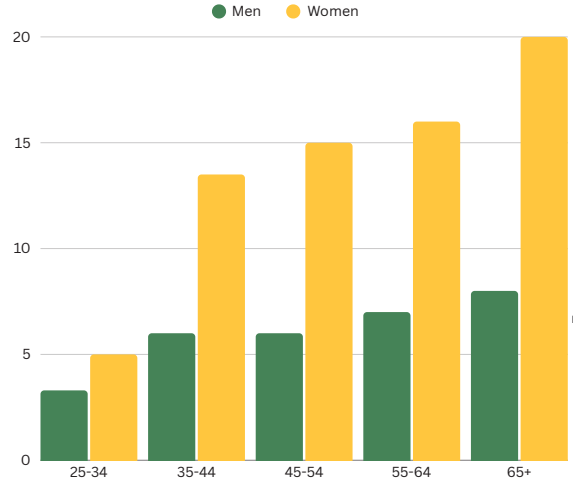


Social Media Stats

Facebook Followers

2,153

Top Post



69.3kk Reached



187 Followers



951 Visits

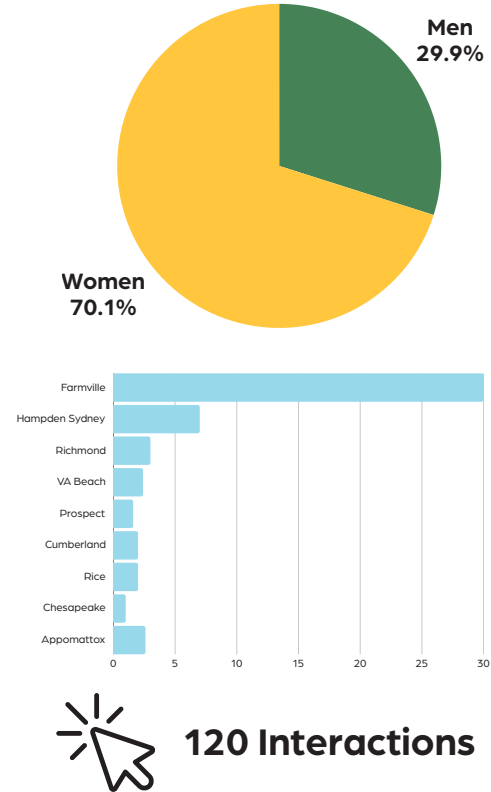
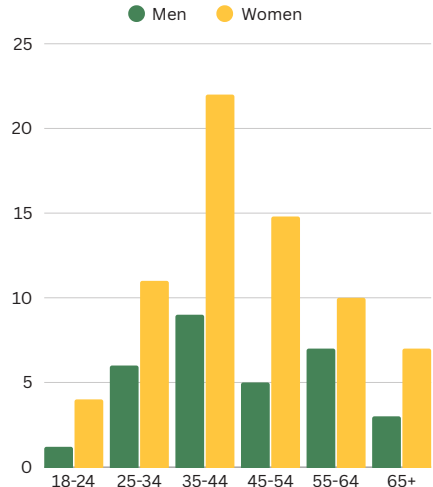


Social Media Stats

Instagram Followers

428

Top Post



4.8k Reach



17 New Page Likes



120 Interactions



GOOGLE MY BUSINESS		
Phone Calls	Directions	Website Visits
6	45	2 34

CLOSED SESSION

Is there a motion for the Board to convene in closed session for the discussion of the sale of a parcel of land in Prince Edward Business Park and also a parcel in the Heartland Innovative Technology Park, pursuant to Section 2.2-3711(A)(3) of the Code of Virginia to convene in closed session for discussion or consideration of the acquisition of real property for a public purpose, or of the disposition of publicly held real property, where discussion in an open meeting would adversely affect the bargaining position or negotiating strategy of the public body and pursuant to section 2.2-3711(A) (29) of the Code of Virginia for the discussion of the award of a legal services contract involving the expenditure of public funds, including interviews of bidders or offerors, and discussion of the terms or scope of such contract, where discussion in an open session would adversely affect the bargaining position or negotiating strategy of the public body?

(board member motions)

Is there a second?

(board member seconds)

The motion has been passed, and we may now go into closed session.

(closed session)

(When you want to conclude the closed session, you can announce this to the board and then the following:)

We are now out of closed session and back into the regular meeting. With no further business to discuss, is there a motion to return to the regular meeting?

(board member motions)

(board member seconds)

The following certification of closed meeting is to be adopted in accordance with the Virginia Freedom of Information Act:

WHEREAS, the Board of the Prince Edward County Industrial Development Authority convened a closed meeting on this date pursuant to an affirmative recorded vote and in accordance with the provisions of the Virginia Freedom of Information Act; and

WHEREAS, Section 2.2-3711(A) (3) and Section 2.2-3711(A) (29) of the Code of Virginia require certification by the Board that such closed meeting was conducted in conformity with Virginia law;

NOW, THEREFORE BE IT RESOLVED that the Board of the Prince Edward County Industrial Development Authority hereby certifies that to the best of each member's knowledge, (i) only public business matters lawfully exempted from open meeting requirements by Virginia law were discussed in the closed meeting to which this certification resolution applies, and (ii) only such business matters as were identified in the motion convening the closed meeting were heard, discussed, or considered by the Board of the IDA.

Is there a motion to adopt the Certification of Closed Meeting?

(board member motions)

Is there a second?

(board member seconds)

Any member who believes that there was a departure from the requirements of clauses (i) and (ii) shall state the substance of the departure that, in his judgment, has taken place. (wait for response) We must take a roll call vote.

Robert Atkinson____

Quincy Handy____

Edgar Jones____

Mike Montgomery____

Tim Tharpe____

Brad Watson____

Joyce Yeatts____

(Must have action/motions/votes to adjourn the regular meeting)